

Message Text

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ACTION SS-25

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EXDIS

EXCON

E.O. 11652: GDS
TAGS: ESTC, KS
SUBJECT: PROPOSED EXPORT OF VIBRATION TEST EQUIPMENT

REF: (A) STATE 042392 (B) SEOUL 1567

1. LOCAL REPRESENTATIVE FOR ASIA LABORATORIES, (KOREAN NAME: SZRN-HAN KWA-HAK), AGENT WHICH IS ACTING FOR AGENCY FOR DEFENSE DEVELOPMENT IN PURCHASE OF VIBRATION TEST EQUIPMENT, TOLD EMBOFF JUNE 2 THAT SINCE US EXPORT LICENSE HAD NOT YET BEEN ISSUED ADD HAD INSTRUCTED ASIA LAB TO PURCHASE EQUIPMENT FROM THIRD COUNTRY. ASIA LAB REP SHOWED EMBOFF ESTIMATE ON EQUIPMENT FROM U.K. FIRM, AND STATED FIRM NOW PLANNED TO CANCEL EXISTING LETTER OF CREDIT TO US FIRM (GILMORE INDUSTRIES) AND BUY DIRECTLY FROM U.K.

2. JUSMAG OFFICER SUBSEQUENTLY CHECKED ABOVE WITH ADD VICE PRESIDENT HONG YONG-SHIK WHO DENIED ASIA LABORATORIES HAD BEEN ORDERED TO SWITCH FROM US TO THIRD COUNTRY MARKETS AT THIS TIME. INSTEAD ASIA LAB HAS BEEN TOLD TO WAIT UNTIL END AUGUST, THEN IF THERE HAVE BEEN NO RESULTS ON GILMORE'S EXPORT LICENSE APPLICATION, ASIA IS TO CANCEL PURCHASE FROM GILMORE AND SHOP ELSEWHERE. HONG NOTED THAT HIS CONFIDENTIAL

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AGENCY WANTED VERY MUCH TO MAKE THIS COMMERCIAL

PURCHASE IN US, BUT THERE WAS REASONABLE TIME LIMIT
BEYOND WHICH ROKG COULD NOT WAIT.
SNEIDER

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To: STATE

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